

# U.S. Trade & Investment Mission to Kosovo

26 - 29 September 2004



## DRAFT OUTLINE

<b>ANNEXES</b>	<b>1</b>	<b>&lt;&lt;&lt; ITINERARY</b>
	<b>2</b>	<b>&lt;&lt;&lt; HOTELS LIST</b>
	<b>3</b>	<b>&lt;&lt;&lt; BANKS &amp; INSURANCE COMPANIES</b>
	<b>4</b>	<b>&lt;&lt;&lt; LIST OF POTENTIAL KOSOVO PARTNERS</b>

**NOTE:** These documents are drafts!  
Finalized itinerary and other accompanying information will be provided at the beginning of the conference day, 27 September 2004, at the Grand Hotel, Pristina. This information package will also be published in our corresponding websites. **THANK YOU!**

## USTIMK 2004 PARTNERS



U.S. OFFICE PRISTINA (USOP) [www.usofficepristina.usia.co.at](http://www.usofficepristina.usia.co.at)

CENTRAL & EASTERN EUROPE BUSINESS INFORMATION CENTER (CEEBIC) [www.export.gov/ceebic](http://www.export.gov/ceebic)

MINISTRY OF TRADE & INDUSTRY (MTI) [www.mti-ks.org](http://www.mti-ks.org)

AMERICAN CHAMBER OF COMMERCE IN KOSOVO (AMCHAMKSV) [www.amchamksv.org](http://www.amchamksv.org)

KOSOVO TRUST AGENCY (KTA) [www.kta-kosovo.org](http://www.kta-kosovo.org)

**DRAFT ITINERARY** (the finalized itinerary will be available on the morning of 27 September 2004)**U.S. Trade & Investment Mission to Kosovo (26 - 29 September 2004)**

U.S. Office in Pristina (USOP) in cooperation with Central & Eastern Europe Business Information Center (CEEbic), Kosovo's Ministry of Trade and Industry (MTI), the American Chamber of Commerce in Kosovo (AmChamKsv), and the Kosovo Trust Agency (KTA)

Date, Time, Location      Subject, Speaker, Institution / Agency

**Saturday, 25 September 2004, Depart from U.S.****Sunday, 26 September 2004, Arrive in Kosovo**

Afternoon      Arrive at the Pristina International Airport  
Lodging (see 5 \* Hotels in annex 3), paid-by the Kosovo Government.

**Monday, 27 September 2004, Conference Day****ALL DAY****Kosovo's most Attractive Sectors for Trade & Investment**

**LISTEN** to rotating dynamic 15-min sector-presentations!  
**VISIT** sector-tables to get answers, from experts and company owners, to all your trade & investment questions!  
**MAKE DEALS!**

**Hall 1**

(see map/annex 2)

**All Presentations (see presentation times)**

09:30 - 10:00      Coffee & Registration. Grand Hotel (2nd floor, see attached floor plan/annex 9)  
10:00 - 10:10      **Introduction. Morning Session Moderator**  
Mr. Bradley Evans, Economic & Commercial Officer, U.S. Office Pristina  
**Keynote Addresses: Kosovo's Emerging Economy and the Need for Foreign Direct Investments**  
10:10 - 10:15      Mr. Philip Goldberg, Chief of Mission, U.S. Office Pristina  
10:15 - 10:20      Mr. Soren Jessen-Petersen, Special Representative of Secretary General, United Nations Mission in Kosovo  
10:20 - 10:25      Mr. Ibrahim Rugova, the President of Kosovo  
10:25 - 10:30      Mr. Bajram Rexhepi, the Prime Minister of Kosovo  
10:30 - 10:40      **Kosovo Macro-Economic Overview**  
Minister Ali Sadriu, Ministry of Economy and Finance  
10:40 - 10:50      **Trade & Investment Opportunities in the Private Sector**  
Minister Ali Jakupi, Ministry of Trade & Industry

**2 A****U.S. Trade & Investment Promotion Agencies**

CEEbic      **U.S. Department of Commerce facilitation program for U.S. companies interested in expanding into the Central & East European markets**  
Ms. Lynn Whiteheart, Central and East Europe Business Information Center (CEEbic)  
TDA      **Grants for feasibility studies, consultancies, training programs, and other project planning services.**  
TBD, U.S. Trade & Development Agency (USTDA)  
EXIM      **Finance of the overseas sales of U.S. goods and services through export credit insurance, loan guarantees, and loans.**  
TBD, Export - Import Bank of U.S. (EXIM Bank)  
OPIC      **Investment financing through direct loans and/or loan guarantees.**  
Ms. Tara Blake, Overseas Private Investment Corporation (OPIC)

**2 B****Kosovo for an Economic Regional Cooperation**

11:00 - 11:30      Mr. Besim Beqaj, Head of Stability Pact - Kosovo Office

**2 C****Kosovo's Pro-Business Tax Regime**

11:30 - 12:00      Mr. Mustafë Hasani, Director, Tax Administration, Ministry of Economy and Finance

**2 D****Kosovo's Pro-Business Customs Code**

12:00 - 12:30      Mr. Naim Huruglica, Operations Manager, Customs Service

**2 E****Kosovo Private Companies**

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All day	Talk to most prominent Kosovo businesspeople from various sectors.
11:30 - 14:00	Open Lunch ( <i>1<sup>st</sup> floor, Grand Hotel</i> )
<b>3</b>	<i>Privatization in Kosovo (more than 30 enterprises for sale)</i>
12:30 - 13:00	Mr. Ahmet Shala, Deputy Director, Kosovo Trust Agency
<b>2 D</b>	<i>Energy, Mining, and Metal Processing</i>
13:00 - 13:30	Mrs. Pranvera Dobruna, Head of Energy and Natural Resources Agency
<b>2 E</b>	<i>Agribusiness (Food and Beverage Processing, Meat, Dairy, Seed, Feed, and Grain)</i>
13:30 - 14:00	Mr. Menderez Ibra, Permanent Secretary, Kosovo Ministry of Agriculture
<b>2 F</b>	<i>Building and Construction Technology and Materials</i>
14:00 - 14:30	Mr. Lulzim Nixha, Head of the Urban Planning Department, Municipality of Pristina
<b>2 G</b>	<i>Transport, Telecommunications, and Information Technology</i>
14:30 - 15:00	Ministry of Transport & Telecommunications
<b>2 H</b>	<i>Hotel and Tourism</i>
15:00 - 15:30	TBD
<b>2 I</b>	<i>Health</i>
15:30 - 16:00	Kosovo's Ministry of Health
<b>2 J</b>	<i>New Venture Development, Management Consulting &amp; Training</i>
16:00 - 16:30	Mr. Rob Gulick, Executive Director, American Chamber of Commerce in Kosovo
<b>2 K</b>	<i>Banking &amp; Insurance</i>
16:30 - 16:50	Banking & Payments Authority of Kosovo ( <i>equivalent of a Central Bank</i> )
16:50 - 17:00	Final remarks. Mr. Bradley Evans, Economic & Commercial Officer, U.S. Office Pristina
17:00 - 20:00	Welcome Reception & Dinner, Grand Hotel, sponsored by Kosovo Trust Agency

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**TOUR DAYS**

Time	Tours	Region	SOE or Private Company Name	Description
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**Tuesday, 28 September 2004, Tour Day 1: Gjilan & Prizren**

08:30	<b>GJILAN</b>	Leave from Hotel		
09:00		Pristina	Youth & Sports Center Shopping Mall	Located in central Pristina. Largest and busiest shopping mall in Kosovo.
09:30		Pristina	Farmed	Pharmaceuticals Storages and Packaging
12:00		Gjilan (Ferizaj)	Tefik Qanga	Wood processing and furniture producer. Prime real-estate.
13:00		Lunch (place TBD)		
15:00		Gjilan	Jugoterm	Major producer of radiators for home and office heating.
16:00		Gjilan	Bejta Company	Stone Quarry, Construction Materials Manufacture, Water Bottling
17:00		Leave for Pristina. Return to Hotel (~19:00).		
08:30	<b>PRIZREN</b>	Leave from Hotel		
10:00		Prizren (Theranda)	Ballkan Belt	<b>Special Spin Off.</b> Major producer of rubber products including conveyer belts. To be split into 4 new companies.
11:00		Prizren	18 Nëntori	Major producer of plastic products including food and beverage containers.
12:00 - 14:00		Lunch (place TBD)		
14:00		Prizren	Theranda Hotel	Prime location hotels and restaurants. To be sold as individual units.
15:30		Prizren (Rahovec)	Rahovec Winery & Vineyards	One of Europe's largest wineries and a major exporter to Germany.
17:00		Leave for Pristina. Return to Hotel (~19:00).		
19:30		Pick all up at the Hotel		
20:00 - 22:00		Dinner (place TBD), sponsored by the Kosovo Government		

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Date, Time, Location      Subject, Speaker, Institution / Agency

**Wednesday, 29 September 2004, Tour Day 2: Peja**

08:30	<b>PEJA</b>	All leave hotel		
10:00		Peja	Peja Brewery Complex	Largest brewery in Kosovo. Currently 300,000 hl per annum production with capacity of 500,000 hl per annum. Major export potential.
11:30		Peja	Wood Combine	Wood processing factory, recently privatized by an American investor for US\$ ~3.1 mil.
12:30		<b>Lunch (place TBD)</b>		
14:30		Peja	Devolli Company	Food Processing Industry
15:30		Peja	Site-seeing (Rugova Gorge)	
17:00		Leave for Pristina. Return to Hotel (~19:00).		

19:45      Pick all up at the Hotel.

20:00 - 22:00      **Farewell Reception & Dinner (place TBD)**

**Thursday, 30 September 2004, Free or departure from Kosovo**

## U.S. Trade &amp; Investment Mission to Kosovo (26 - 29 September 2004)

## DRAFT LIST OF PRISTINA HOTELS

**NOTE:** All lodging expenses are paid-by the Government of Kosovo. We encourage USTIMK participants to make reservation-requests through the organizing committee (DalipiLB@state.gov; ++ 381 (0) 38 549 890), by sending the attached Hotel Reservation Request.



Hotel Prishtina



Hotel Victory



Hotel Baci



Grand Hotel Prishtina



Hotel Princi i Arbërit










Hotels	Reservations. Tel. prefix: ++ 381 (0) 38.	Single	Double	Breakfast	Internet	AC	Satellite TV	Mini bar	Capacity	USTIMK Rooms
1 <a href="#">Hotel Prishtina</a>	reservations@hotelprishtina.com; Tel: 22 32 84 / 22 53 39 / 22 52 94; Cell: ++ 377 (0) 44 11 86 49	€ 69.00	€ 92.00	x	x	x	x	x	43	10
2 <a href="#">Hotel Victory</a>	reservation@hotel-victory.com; 54 32 77 / 54 32 67; Cell: ++ 377 (0) 44 50 44 29; Fax: 54 32 86	€ 74.00	€ 110.00	x	x	x	x	x	42	10
3 <a href="#">Hotel Baci</a>	hotelbaci@hotmail.com; Tel: 54 83 56 / 54 83 59; Fax: 54 83 58; Cell: ++ 377 (0) 44 30 93 09	€ 69.00	€ 90.00	x	x	x	x	x	22	5
4 <a href="#">Grand Hotel Prishtina</a>	reception@grandhotel-pr.com; Tel: 22 02 10 / 22 02 11; Fax: 24 81 38	€ 45.00	€ 70.00	x	x				360	150
5 <a href="#">Hotel Princi i Arbërit</a>	reservation@hotel-princi-arberit.com; Tel: 24 42 44; Cell: ++ 377 (0) 44 24 42 44	€ 65.00	€ 85.00	x	x	x	x	x	25	5

TAXI Companies		Tel
<b>Note:</b> Please sent us your flight arrival and departure Pristina times, and we will arrange a Taxi pick-up, free of cost.		
1	Victoria	++ 377 (0) 44 295 742
2	Beki	++ 377 (0) 44 319 758
3	RGB	++ 381 (0) 38 227 179

NOTE: There are at least 5 more hotels/motels and 5 more taxi companies in the city of Pristina.

**U.S. Trade & Investment Mission to Kosovo (26 - 29 September 2004)**  
**Kosovo Commercial Banks & Insurance Companies: CONTACT INFORMATION**

Kosovo Commercial Banks: Contact Information								
Bank Name >>>		Raiffeisen Bank Kosovo	ProCredit Bank Kosovo	Banka e Re e Kosovës	Banka Private e Biznesit	Banka Ekonomike	Kasa Bank	Banka Kreditore e Prishtinës
Bank Logo >>>								
Contact Info	CEO	Oliver Whittle	Frieder Wohrmann	Ilaz Ilazi	Islam Zeka	Hajrullah Zahiti	Milazim Abazi	Orhan Ismajli
	Contact Person	Afrim Tahiri, Branch Manager	Mimoza Godanci, Branch Manager	Liman Jashari, Branch Manager	Jusuf Zeka	Teki Ukmata, Branch Manager	n/a	n/a
	HQ Address:	UÇK Street 51	Rr. Skënderbeu	Nene Tereze 54	Rr. "Vellusha" Nr.6	Rr. UÇK, Qafa Nr. 5	Pal Palucaj 1	Rr. Tirana 29
	City, Country	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo
	NOTE: "Via Zurich" (should be added to all international correspondence)							
	Phone ( + 38138):	226 400, 401	240 248	223 976 / 517 130 (?)	244 666	248 997	543 688	249 851
	Fax ( + 38138):	226 408	248 777		243 656	243 828	543 699	248 468
Contact Info	Email:	Afrim.Tahiri@raiffeisen-kosovo.com	mgodanci@procreditbank-kos.com	info@brk-bank.com	hq@bpb-bank.com	bek@bekonomike.com	kasabank@kasabank.com	orhan@bkpbank.com
	Webpage:	www.raiffeisen-kosovo.com	www.procreditbank-kos.com	www.brk-bank.com	www.bpb-bank.com	www.bekonomike.com	www.kasabank.com	www.bkpbank.com

Kosovo Insurance Companies: Contact Information (DRAFT)							
Insurance Company Name >>>		Dardania	Kosova e Re	Siguria	Dukagjini	Sigal sh.s.-Drini	Insig
Contact Info	CEO	Mehmet Duqi	Arbër Sherifi	Ilda Reka	Riza Byci	Maksim Haxhiu	Edlir Ruka
	HQ Address:	Nëna Terezë	Rr. Fazli Grajçevci	Rr. Qamil Hoxha 5	Rr. Blv. i Dëshmorëve	Rr. Vellusha Pshtme 16	Pejton 4
	City, Country	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo	Pristina, Kosovo
	NOTE: "Via Zurich" (should be added to all international correspondence)						
	Phone ( + 38138):	244 081	229 455	248 848 / 849			249 902
	Mobile (+ 37744):	502 481	500 304	503 611	502 867	129 435	111 468
	Fax ( + 38138):	244 080	229 455	248 850	543 575 / 576 577	(+38129) 42 772	249 902
Contact Info	Email:	dardania_p@hotmail.com	kosova_ere@europa.com	siguria@hotmail.com	dukagjini_s@hotmail.com	drini@hotmail.com	eruka@insig.com.al
	Webpage:						www.insig.com.al

## U.S. Trade &amp; Investment Mission to Kosovo (September 26-29, 2004)

## DRAFT List of Potential Kosovo PartNers (Kosovo SOEs &amp; Private Companies)

Region (alphabetical order)	Name	Description	Wave	
Socially Owned Enterprises (SOEs), to be privatized at the end of year 2004 (4th wave) or throughout the year 2005 (5th wave). See highlighted SOEs in the itinerary.				
1	Pristina	Kosova Hotel & Tourism Company (Grand Hotel Group)	Grand Hotel and Iliria Hotel in central Pristina (Mother Teresa Street) and several restaurants in Pristina. To be sold as separate units.	~ 5th or 6th
2	Pristina	Youth & Sports Center Shopping Mall	Located in central Pristina. Largest and busiest shopping mall in Kosovo.	~ 5th or 6th
3	Pristina	Prime Real Estate Parcels	Prime Real Estate Parcels and unused buildings in central and suburban Pristina.	~ 5th or 6th
4	Pristina	Lavertari Dairy Farm	870 hectare dairy farm facilities and land. Located in Fushe Kosove, 15 km from central Pristina.	~ 5th or 6th
5	Pristina	IMF Kosova Slaughter House	Largest meat processing facility in Kosovo.	~ 5th or 6th
6	Pristina	Universal		4th
7	Pristina	Farmed	Pharmaceutical Storages	4th
8	Peja	Peje Brewery complex	Largest brewery in Kosovo. Currently 300,000 hl per annum production with capacity of 500,000 hl per annum. Major export potential.	~ 5th or 6th
9	Peja	Bauxite Mines	Mining	~ 5th or 6th
10	Peja	Mirusha Pipe Factory	Major steel pipe production capacity.	~ 5th or 6th
11	Peja	Ringov	Brick manufacurer	4th
12	Peja	UNIS Bicycle Factory		4th
13	Peja	UTVA	Metal Processing Factory - Boris Kidrić (UTVA). To be split into 2 new companies.	4th
14	Gjilan	Jugoterm	Major producer of radiators for home and office heating.	~ 5th or 6th
15	Gjilan	IMK Pipe Factory	Oil and gas pipes.	~ 5th or 6th
16	Gjilan	Tefik Qanga	Wood processing and furniture producer. Prime real in Ferizaj city.	4th, 5th or 6th
17	Gjilan	XIM Strzovce	Andesite mining.	~ 5th or 6th
18	Gjilan	Integj	Textiles (carpets and curtains) producer.	~ 5th or 6th

Region (alphabetical order)	Name	Description	
Private Companies in Kosovo (potential import and/or investment partners)			
1	Pristina	Meridian Corporation	Food
2	Pristina	Besholli Commerce	Construction Industry
3	Pristina	Gorenje Niti Tiki	White Technics
4	Pristina	B&J Construction	Construction
5	Pristina	Union Exp-Imp	Food
6	Pristina	Kujtesa	Information Technology and Telecommunication
7	Pristina	Elting Electronics	Electronics & Telecommunications
8	Pristina	Proterm	Energetics and Construction
9	Pristina	Arda Rei	Electrics and Energy
10	Pristina	City Group	Creative Industry
11	Pristina	Korabi	Construction
12	Pristina	Ontexi-Mont	Wood and Construction
13	Pristina	Bylmeti	Milk Industry
14	Pejë	Gorenje Elektromotori	Electro-mechanic
15	Pejë	Dukagjini Ltd.	Trade, Insurance, Cigare production, and Printing House
16	Pejë	Elkos Group	Food
17	Pejë	Devolli Company	Food Processing Industry
18	Pejë	Inova	Manufacturing, Construction, and Agriculture



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Region (alphabetical order)	Name	Description	Wave	
Socially Owned Enterprises (SOEs), to be privatized at the end of year 2004 (4th wave) or throughout the year 2005 (5th wave). See highlighted SOEs in the itinerary.				
19	Gjilan	INEX Ski Resort in Brezovica	SPIN OFF. Ski lifts, hotels, restaurants, and related ski resort facilities. Prime potential to become one of southeastern Europe's top ski resorts.	~ 5th or 6th
20	Gjilan	IDGJ Tobacco Factory	Largest producer of cigarettes and tobacco products in Kosovo.	~ 5th or 6th
21	Gjilan	Imkos		4th
22	Gjilan	Teuta		4th
23	Mitrovica	Llamkos	SPIN OFF. Major steel galvanising plant.	~ 5th or 6th
24	Mitrovica	Trepca Mining Complex	Potential to become one of Europe's largest lead mining and processing facilities.	~ 5th or 6th
25	Mitrovica	Perparimi	Large, renovated brick factory.	~ 5th or 6th
26	Mitrovica	KosovoTrans Mitrovica	To be split into 2 new companies.	4th
27	Mitrovica	Vushtex		4th
28	Mitrovica	Lux (extra assets)	To be split into 2 new companies.	4th
29	Prizren	Rahovec Winery & Vineyards	Owe of Europe's largest wineries and a major exporter to Germany. Located in Rahovec, 20 km from Prizren.	~ 5th or 6th
30	Prizren	Suhareka (Theranda) Winery & Vineyards	Major producer with great export potential. Located in Suhareka, 15 km from Prizren.	~ 5th or 6th
31	Prizren	Ballkan Belt	SPIN OFF. Major producer of rubber products including conveyer belts. To be split into 4 new companies.	~ 5th or 6th
32	Prizren	Printeks	One of Kosovo's largest textile companies.	~ 5th or 6th
33	Prizren	18 Nentori	Major producer of plastic products including food and beverage containers.	~ 5th or 6th
34	Prizren	Theranda	Prime location hotels and restaurants. To be sold as individual units.	~ 5th or 6th
35	Prizren	Dratekst		4th
36	Prizren	Silosi	To be split into 3 new companies.	4th
37	Prizren	Ekoplast		4th

Region (alphabetical order)	Name	Description	
Private Companies in Kosovo (potential import and/or investment partners)			
19	Pejë	Gacaferi	Wood Industries and Furniture
20	Gjilan	Nera Impex	Nutrition
21	Gjilan	Gazi Trade	Meat Processing
22	Gjilan	Compact Group	Oil and Food
23	Gjilan	Bejta Commerce	Construction
24	Gjilan	Kreis Group	Food
25	Gjilan	Lesna Dekon	Production of Doors& Windows
26	Prizren	Fetoshi	Production
27	Prizren	Rizam Holding	Agriculture and Construction
28	Prizren	Kuk Commerce	Methal production